

## Referral Totals By User

Company	Referred To	Description	Amount to Close Within				Deposit	Fee	Probability
			0-30 days	31-60 days	61-90 days	Other / Unknown			
Frank Allen									
Bills Car Wash	Joseph Caudill	Upgrade Current Cash Wash System				1,200,000	0	10,000	100%
Jenkins Construction	Bob Lender	Purchase lake lot for personal use	50,000				0	5,000	100%
		- Sub Total	<b>50,000</b>			<b>1,200,000</b>	<b>0</b>	<b>15,000</b>	
			\$1,250,000						
Jenkins Construction	Joseph Caudill	Building Addition / Parking Deck	1,000,000				10,000	10,000	100%
Jenkins Construction	Kelly Lane	Buy new Trucks				200,000	20,000	5,000	75%
		Commercial Equipment - Sub Total	<b>1,000,000</b>			<b>200,000</b>	<b>30,000</b>	<b>15,000</b>	
			\$1,200,000						
Freesonne Travel	Bob Lender	Elizabeth Lamar's personal accounts				400,000	400,000	5,000	100%
Jenkins Construction	Kelly Lane	Purchase Building		1,100,000			100,000	12,500	75%
		Comm. MM - Sub Total		<b>1,100,000</b>		<b>400,000</b>	<b>500,000</b>	<b>17,500</b>	
			\$1,500,000						
Stonewall Building	Kelly Lane	Mr. Raiser wants to discuss liability coverage in further detail				500,000	5,000	2,500	75%
The Wilson Clinic	Joseph Caudill	Insurance Quote (PPT)	1,125,800				2,000	5,000	25%
		Comm. Liability - Sub Total	<b>1,125,800</b>			<b>500,000</b>	<b>7,000</b>	<b>7,500</b>	
			\$1,625,800						
The Wilson Clinic	Bob Lender	Lake lot - (Link)				1,500,000	0	5,000	100%
		Inv. Property - Sub Total				<b>1,500,000</b>	<b>0</b>	<b>5,000</b>	
			\$1,500,000						
The Krusty Krab	Gerald Pettway	Personal Auto Lines	5,550,000				100,000	15,000	50%
		Res. Const. Spec - Sub Total	<b>5,550,000</b>				<b>100,000</b>	<b>15,000</b>	
			\$5,550,000						
Jenkins Construction	Joseph Caudill	Remote capture project				50,000	0	1,000	100%
		Sweep 2 Way - Sub Total				<b>50,000</b>	<b>0</b>	<b>1,000</b>	
			\$50,000						
The Venture Group	Kelly Lane	Additional Comm RE CP				1,000,000	10,000	15,000	75%
		Master CONL - Sub Total				<b>1,000,000</b>	<b>10,000</b>	<b>15,000</b>	
			\$1,000,000						
Able Construction	Bob Lender	Middleburg Subdivision				100,000	0	10,000	75%
		Res. Const. PS - Sub Total				<b>100,000</b>	<b>0</b>	<b>10,000</b>	
			\$100,000						

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Frank Allen			Amount to Close Within						
Company	Referred To	Description	0-30 days	31-60 days	61-90 days	Other / Unknown	Deposit	Fee	Probability
Keith's Company	Joseph Caudill	Upgrade Mr. Hamilton's Life Insurance				1,000,000	10,000	1,000	50%
		<b>EB Life - Sub Total</b>				<b>1,000,000</b>	<b>10,000</b>	<b>1,000</b>	
			\$1,000,000						
Stonewall Building	Kelly Lane	Mr. Raiser re: Vacation Property				250,000	25,000	1,250	50%
		<b>Vacation Property - Sub Total</b>				<b>250,000</b>	<b>25,000</b>	<b>1,250</b>	
			\$250,000						
			7,725,800	1,100,000		6,200,000	#Error	103,250	
			\$15,025,800						

Joe Manager			Amount to Close Within						
Company	Referred To	Description	0-30 days	31-60 days	61-90 days	Other / Unknown	Deposit	Fee	Probability
Jenkins Construction	Gerald Pettway	Blue Lake Project				1,000,000	1,000,000	25,000	100%
		<b>401K - Sub Total</b>				<b>1,000,000</b>	<b>1,000,000</b>	<b>25,000</b>	
			\$1,000,000						
						1,000,000	1,000,000	25,000	
			\$1,000,000						

Joseph Caudill			Amount to Close Within						
Company	Referred To	Description	0-30 days	31-60 days	61-90 days	Other / Unknown	Deposit	Fee	Probability
The Venture Group	Joseph Caudill	New loan for a pool		1,050,000			500,000	5,000	75%
		<b>- Sub Total</b>		<b>1,050,000</b>			<b>500,000</b>	<b>5,000</b>	
			\$1,050,000						
National Labor Union	Joseph Caudill	New Trucks	800,000				50,000	5,000	100%
		<b>Comm RE CP - Sub Total</b>	<b>800,000</b>				<b>50,000</b>	<b>5,000</b>	
			\$800,000						
Able Construction	Kelly Lane	Possible Deal with Construction Company				5,000,000	0		50%
		<b>TRAC - Sub Total</b>				<b>5,000,000</b>	<b>0</b>		
			\$5,000,000						
			800,000	1,050,000		5,000,000	#Error	10,000	
			\$6,850,000						

## Referral Totals By User

Kelly Lane			Amount to Close Within						
Company	Referred To	Description	0-30 days	31-60 days	61-90 days	Other / Unknown	Deposit	Fee	Probability
Alabama Recovery Services	Gerald Pettway	Update trucking fleet for ARS				2,500,000	50,000	2,500	75%
		- Sub Total				<b>2,500,000</b>	<b>50,000</b>	<b>2,500</b>	
			\$2,500,000						
						2,500,000	50,000	2,500	
			\$2,500,000						

Sven Johanson			Amount to Close Within						
Company	Referred To	Description	0-30 days	31-60 days	61-90 days	Other / Unknown	Deposit	Fee	Probability
Soca Clothing	Joseph Caudill	Soca considering new location				300,000	0	1,500	75%
		CP - Sub Total				<b>300,000</b>	<b>0</b>	<b>1,500</b>	
			\$300,000						
Able Construction	Bob Lender	New Subdivision from ACME Builders				1,550,000	0	25,000	25%
		Res. Const. Dev - Sub Total				<b>1,550,000</b>	<b>0</b>	<b>25,000</b>	
			\$1,550,000						
						1,850,000	0	26,500	
			\$1,850,000						